

Richmond's Co-operative Campaign Is Crowned With Success

OPENING OF BANK CROWNS CO-OPERATIVE CAMPAIGN

Team Work Developed in Fight Shows Potential Strength of Richmond.

CREDIT IS DUE TO MANY MEN Idea Originating With Governor Mann Was Strongly Pushed by Oliver J. Sands and Vigorous Committees of Many Organizations.

The opening of the Richmond Reserve Bank this morning will crown with the ultimate garland of victory a co-operative campaign for the designation of Richmond as the seat of one of the Federal reserve banks, which began in the dead of winter last December and was prosecuted with vigor until the Organization Committee, on April 2, included the name of this city in the fortunate twelve.

From the standpoint of teamwork and enthusiasm, the campaign for the reserve bank was unique in Richmond's history. No element of the city's life, industrial, social, or professional, was without representation in the big machine, which, at the beginning of this year, undertook the giant task of correlating and reducing to a compelling force the city's claim to reserve bank preference in competition with a half a hundred other American cities of ranking importance.

ALL LINES OF ENDEAVOR JOINED IN CAMPAIGN

Before the campaign was over, committees to attack the work had been appointed by the General Assembly of Virginia, the City Council, the Richmond Clearing-House, Chamber of Commerce, Business Men's Club, Post A. Travelers' Protective Association, Richmond branch United Commercial Travelers, Retail Merchants' Association, Real Estate Exchange, Association of Credit Men, Tobacco Exchange, Retail Club, Association of Minors, Retail Union, and numerous other organizations of more restricted scope.

On December 2, 1913, Governor William H. Hodges Mann addressed a letter to Oliver J. Sands, president of the American National Bank, calling attention of the bankers to the fact that the Federal government was about to establish under the new currency law from eight to twelve Federal reserve banks, to serve territory to be distributed by a committee composed of the Secretary of the Treasury, the Secretary of Agriculture, and the Comptroller of the Currency.

SANDS TAKES MATTER UP WITH BANKERS

Mr. Sands took the matter up with the members of the Richmond Clearing-House. The chairman of that body did not consider it advisable to take the matter up formally, and four out of the six banks in the clearing-house thought it would be useless to work for a bank for Richmond. Mr. Sands, on December 24, called a meeting for December 29 of all the banks and trust companies of Richmond to consider this question with him, at the Richmond Clearing-House. After discussing the matter, the clearing-house banks became most earnest and energetic, and contributed large sums to help the movement.

Resolutions were passed asking other organizations of the city to endorse this movement and appoint committees to co-operate with the clearing-house efforts to bring about the establishment of a Federal reserve bank in Richmond. Mr. Sands that day appeared before a meeting of the Business Men's Club, and that organization immediately endorsed the movement as a body, and passed resolutions, which were forwarded to Washington, and appointed the following committee: Captain John Landstreet, and D. G. Whitehead. Mr. Sands also appeared the same day before the Richmond Chamber of Commerce and the Travelers' Protective Association, which organizations passed suitable resolutions and appointed committees.

ORGANIZATIONS REPRESENTED AT INITIAL MEETING

The first meeting of the joint organizations was called on December 31 in the Business Men's Club, and the following organizations were represented by their respective committees:

Business Men's Club—Captain John Landstreet, D. G. Whitehead. Chamber of Commerce—E. Laird, Edmund Strudwick, S. Dabney, Greenshaw.

Travelers' Protective Association—Clarence Coleman, H. H. Randolph. The City of Richmond—R. Lee Peters, W. H. Adams.

Temporary Committee Representing Banks—Oliver J. Sands, John Kerr Branch.

The meeting also included the following, who had been invited to confer with the committees: E. A. Saunders, Jr., H. E. Litchford, Thomas B. McAdams, H. W. Jackson, George J. Seay, Fred W. Scott, W. T. Dabney, C. P. Wafford, Jr.

O. J. Sands was elected as temporary chairman. C. P. Wafford, Jr., temporary secretary. And Clarence Coleman, chairman of the finance committee.

At this meeting all of the organizations in the city of Richmond were requested to appoint similar committees, and in answer to this request the following committees were appointed by the respective organizations, which composed the general committee known as the Richmond Clearing-House Federal Reserve Bank in Richmond:

Executive Committee—Oliver J. Sands, chairman; E. L. Bemis, Edmund Strudwick, John Landstreet, B. H. Randolph, John Kerr Branch, R. Lee Peters, Alvin M. Smith, George J. Seay, George C. Gregory, executive secretary. Joint Committee—John Kerr Branch, chairman; George C. Gregory, executive secretary; C. P. Wafford, Jr., treasurer.

Banks—O. J. Sands, John Kerr Branch, James N. Boyd, E. L. Bemis, J. B. Purcell.

Retail Merchants' Association—W. S. Rhoads, H. H. Kaufman, George J. Seay.

United Commercial Travelers—W. T. Shepherd, Olsen Hope.

Real Estate Exchange—O. H. Funsten, John C. Easley.

Credit Men's Association—Leon Walsterstein, John C. Freeman.

Rotary Club—John Bagby, H. W. Rountree.

Tobacco Exchange—John M. Taylor, Will L. Hazell.

MANY PROMINENT MEN AIDED IN MOVEMENT

As the work progressed various members were added to the joint committee as follows: W. T. Dabney, Congressman A. J. Montague, J. G. Walker, Meade T. Spicer, George Bryan, R. S. Smith, D. W. Spiller, D. W. Gordon, William H. White, R. Latimer, Gordon, John M. Miller, Jr., Walter H. Miles, W. R. Meredith, W. P. Taylor, Fritz Sitterding, Ekbert G. Leigh, Jr., W. H. Warren, Hugh Campbell, R. M. Phillips, A. L. Adams, H. R. Pollard, Jr., Mayor George Ainslie, A. Langhorne Putney, George W. Stevens, Leigh R. Page, Thomas Gresham, T. M. Carrington, Woodson P. Wadley, Julien H.

LEADERS IN RICHMOND'S FIGHT



OLIVER J. SANDS, Chairman Executive Committee.



GEORGE C. GREGORY, Executive Secretary.

Location of Reserve Banks

The twelve Federal Reserve Banks will be located as follows:			
Dist.	Seat.	Capital.	Area.
1. Boston	Seat.	\$9,231,749	66,465
2. New York	Seat.	20,687,614	49,179
3. Philadelphia	Seat.	12,995,613	39,865
4. Cleveland	Seat.	11,621,525	183,295
5. Richmond	Seat.	6,243,312	172,318
6. Atlanta	Seat.	4,702,740	238,569
7. Chicago	Seat.	12,151,925	176,940
8. St. Louis	Seat.	6,219,323	146,474
9. Minneapolis	Seat.	4,702,561	157,339
10. Kansas City	Seat.	5,524,916	509,643
11. Dallas	Seat.	5,524,091	404,325
12. San Francisco	Seat.	8,115,224	652,658
Total		\$109,595,902	2,016,609

Hill, George W. Kolner, Milton Cone, E. B. Addison, Milton Marcuse, H. M. Smith, Jr., Coleman Wortham, John S. Munce, J. Alston Cabell, J. R. Paschall, J. P. Hixon, O. E. Parrish, Dr. S. C. Mitchell, W. M. Halblston, J. C. Hensley.

LARGE FUND RAISED BY FINANCIAL COMMITTEE

John Kerr Branch was elected permanent chairman of the general committee; O. J. Sands, chairman of the executive committee; George C. Gregory, recording secretary; C. P. Wafford, Jr., recording secretary and treasurer; and Clarence Coleman, chairman of the finance committee.

After raising about \$8,000, owing to business reasons, Mr. Coleman was compelled to resign as chairman of this committee, and Alvin M. Smith was elected chairman to succeed Mr. Coleman as the head of the following finance committee: G. C. Dula, A. M. Smith, P. C. Christian, Hugh Audlin, Meade T. Spicer, H. C. Boshier, W. D. Stuart, E. A. Saunders, Jr., W. D. Duke, W. W. Hardwick, C. C. Reed, Milton Cone, Nathan Simon, S. S. Rosendorf, Dr. Charles V. Carrington, J. T. Palmatary, J. C. Corley, Dr. C. H. Ridd, J. E. Woodfin, A. A. Eichel, W. H. Adams, Oscar Parrish, Charles Rose, Stanley Reed, O. H. Funsten, Coleman Wortham, Aaron Clarke, W. S. Rhoads, J. H. Kaufman, H. L. Blooming, R. W. Carrington, Walker Cottrell, C. B. Snow, W. B. Broadbush, J. E. Ryland, W. D. Gresham, John Bagby, Charles Watkins, Dr. H. W. Street, A. L. Adamson, C. C. Easley, R. Latimer, Gordon.

"A SOUTHERN BANK FOR SOUTHERN PEOPLE"

The slogan adopted was "A Southern Bank for Southern People." Meetings were continuously held both day and night and even on Sunday. Headquarters were established in the conference room of the Business Men's Club, where immediately a corps of stenographers and assistants were put to work sending out literature prepared by the various committees from the joint committee.

The importance of having committees visit the various States, which were to compose the ambitious district, which it was figured, a bank in this city would be required to serve, was soon apparent, and at a great sacrifice to themselves the following citizens volunteered to visit those States and present Richmond's claims to bankers and business men of the respective cities:

Field committee to Birmingham, Ala., and Houston, Texas—Fred W. Scott.

Richmond in Touch With Whole District

Via S. A. L. Ry.	Miles.	Time.
Petersburg (A. C. L. N. & W.)	98	2:45
Norfolk	157	4:40
Hamlet	224	7:45
Hampton	327	10:05
Columbia	360	11:05
Chester	351	11:25
Greenwood	425	11:14
Via A. C. L. R. Ry.		
Petersburg (N. & W. S. A. L.)	22	0:36
Jarratt	52	1:00
Emporia	62	1:05
Weldon	83	2:14
Rocky Mount	101	2:00
Wilson	136	4:12
Wilmington	244	6:00
Greenville	269	9:05
Florence	294	7:05
Chapelton	306	10:00
Via Southern Ry.		
Danville	141	5:00
Greensboro	180	6:55
Charlotte	226	8:25
Charlotte	282	9:30
Spartanburg	358	11:50
Greenville	396	12:45
Asheville	380	15:10
Durham	101	6:30
Via N. & W. Ry.		
Petersburg	22	0:36
Burkeville	73	2:38
Chapelton	144	4:40
Rodfork	197	6:20
Rudford	241	7:45
Weldon	269	9:05
Bluefield	373	10:30
Via C. & O. Ry.		
Douglas	28	0:45
Gordonsville	75	2:00
Charlottesville	97	2:44
Bluefield	127	3:45
Staunton	156	4:05
Clifton Forge	193	5:40
Lebanon	147	6:00
Covington	205	6:08
Hinton	272	8:10
Lebanon	309	11:00
Huntington	410	12:10
Via B. & P. R. Ry.		
Ashland	17	0:31
Doswell	24	0:45
Fredricksburg	62	1:27
Washington	114	2:48
Baltimore	150	4:00

FINANCIAL POSITION IS GROWING STRONGER

Money Rates Eased by Plans for Opening Reserve Banks and Lowering of Reserve Requirements.

LOWER MOVEMENT RESTRAINED

Ruling of Board on Commercial Paper and Warning Against Credit Inflation Serve as Timely Check. Restrictions Being Removed.

NEW YORK, November 15.—The financial position grew stronger during last week. This helped to improve the general business outlook. The money market was easier, but this was due, in large part, to the contraction of business. Cash was returned in large volume to the banking centers, and emergency currency was rapidly retired.

Plans to open the Federal reserve banks on Monday and the consequent lowering of reserve requirements were pronounced factors in easing money rates. This movement downward was restrained, however, by the Federal Reserve Board's warning against credit inflation and of the necessity of maintaining the discount rate at a level to guard gold holdings, as well as to guard against commercial paper available for rediscounting.

Large gold exports to Ottawa accompanied the payment of New York's maturing foreign obligations. This resulted in a decline in the foreign exchange rates to well below the gold export for the first time since the war began. Decline in exchange was the more significant in the face of huge war loans in London and in Paris.

Important steps were taken toward removing restrictions on trading in securities, and there was increased activity in the early reopening of the Stock Exchange, at least to dealings for cash. There was remarkable improvement in quoted prices of various securities with considerable actual business on the curb. The New York and New Orleans Cotton Exchange will resume operations on Monday, and the local Metal Exchange already is under way.

Cereal markets showed sensitiveness to rumors of peace. Enormous receipts were also reported. Improved credit facilities imparted cheerfulness to the stock trade, but did not induce fresh buying. Gross earnings of railroads showed severe shrinkage, with the effect of cattle quarantines still to be determined.

FARMERS ARE ADVISED TO HOLD THEIR TOBACCO

[Special to The Times-Dispatch.]

LYNCHBURG, Va., November 15.—Continued dry weather has prevented the farmers from marketing the new crop of tobacco here, but, with weather favorable for handling the tobacco, the sales here now would not be large, as the planters have been advised to hold on account of the disturbed condition of the market, due to the European war. More than half the tobacco sold here goes to countries at war, and some of the buyers are not on the market yet. However, scattering lots already sold are selling at prices nearly satisfactory to the planters. The good grades are about up to last year's market, but the common grades are lower. The real opening of the market will not be until after Christmas.

James Bolton, of the firm of Bolton, Clark & Pratt, engineers, contributed his services in preparing the map, by the committees, and furnished a great deal of useful data.

One of the strongest arguments used by Richmond, and which it was felt greatly reinforced the statements, was the hearty support received from friends in North and South Carolina and adjoining States; and without the president of the North Carolina Bankers' Association, Colonel John F. Bruton, Joseph C. Brown, J. R. Wood Cox, of North Carolina; R. R. Rhet and J. W. Norwood, of South Carolina, and N. G. Wallace, of West Virginia, it is very doubtful whether Richmond would have succeeded in her fight for the bank.

The Richmond committee, which appeared before the Senate Finance Committee in Washington, on January 15, to present the city's claims, was composed of George J. Seay, Oliver J. Sands, T. M. Carrington, Dr. S. C. Mitchell, W. T. Reed and T. M. Carrington. Bankers, representing the Virginia Senators, Citizens from other States appearing in Richmond's behalf were: Ex-Governor M. F. Ansel, of South Carolina, Greenville, S. C.; George A. Holderness, former president North Carolina Bankers' Association, Tarboro, N. C.; Elwood Cox, High Point, N. C.; Colonel John F. Bruton, Wilson, N. C.; R. G. Lhett, Charleston, S. C.; J. W. Norwood, Greenville, S. C.; George S. Wallace, Huntington, W. Va.; and D. Y. Cooper, Henderson, N. C.

EFFECT OF EUROPEAN WAR ON THE COTTON INDUSTRY

Exports During October Less Than One-Third of What They Were a Year Ago.

WASHINGTON, November 15.—American cotton spinners used less cotton during the first three months of the cotton year than they did on the same period last year; exports during October were less than one-third of what they were a year ago, and almost 1,000,000 bales more were in the hands of manufacturers and in warehouses at the end of October than there were last year at that time. This summarizes briefly the effect of the European war on the American cotton industry, as disclosed today by the Census Bureau's October cotton consumption and distribution report.

The United Kingdom during October increased its taking of American cotton, 22,000 bales having been exported to it. Germany received no American cotton, while France took 2,275 bales, the first it had received since the beginning of the war. Cotton consumed during October was 6,581 bales, exclusive of bales consumed with 21,923 bales in October last year.

Consumption for the three months ending October 31 was 1,292,210 bales against 1,288,708 last year.

Cotton having been exported to 15 manufacturing establishments was 713,071 bales, compared with 1,523,325 bales a year ago, and in independent warehouses 2,780,368 bales compared with 2,529,653 bales a year ago.

Exports were 67,189 bales against 5,572,825 bales last year, and for the three months, 61,163 bales against 2,525,222 bales a year ago.

Imports were 12,125 bales against 3,569 bales last year, and for the three months, 34,251 bales against 2,827,147 bales last year.

Cotton spinners active numbered 3,631, 21,365 bales against 20,853,283 bales a year ago. Linters consumed was 2,191 bales against 2,565 bales a year ago, and for the three months, 6,262 bales against 15,582 bales last year.

On hand in manufacturing establishments, 6,262 bales against 9,948 bales a year ago, and for the three months, 11,114 bales against 28,097 bales a year ago.

Bales exported was 4,591 bales, and for the three months, 6,597 bales.

LIFE BLOOD OF SYSTEM IS COMMERCIAL PAPER

Reserve Board Makes Broad Definition of Obligations Good for Rediscount.

STOCK OPERATIONS BARRED

No Bill, Board Rules, Shall Be Eligible, the Proceeds of Which Are to Be Applied to Permanent Investments.

Immediate interest, in view of the inauguration of the Federal reserve system to-day, attaches to the Federal Reserve Board's definition of commercial paper. The rediscounting of commercial paper presented by member banks is intended to be one of the big functions of the twelve reserve institutions, and the character of paper that will be accepted for rediscount becomes, therefore, a foremost issue.

The definition of commercial paper that the Federal Reserve Board has authorized is broad, and relies to a large degree upon the language of the currency act. It has declined for the present to discuss the question of double and single-name commercial paper, making it clear, however, that its preference lay with the two-name sort, and that one-name paper presented for rediscount should be subjected to close scrutiny.

RESERVE BOARD DEFINES COMMERCIAL PAPER

In describing commercial paper acceptable for rediscount the Federal Reserve Board has laid down these basic principles:

That no bill shall be admitted to rediscount which have been, or are to be, applied to a permanent investment. Maturities of discounted bills should be well distributed, so that a reserve bank should be in a position to liquidate one-third of all its investments within thirty days.

Bills presented for rediscount should be "essentially self-liquidating," which, the board explains, means that they should represent some distinct step in the productive or distributive process, and then of such character that it is reasonably sure they can be collected at maturity.

In addition, it is required that such paper be indorsed by the member bank offering it for rediscount; that the indorser bank waive demand notice and protest; that such paper be drawn for industrial, agricultural or commercial purposes, or the proceeds of which have been so used, and that, if in form of acceptances, they must be based on transactions involving the importation or exportation of goods, and have a maturity of not longer than three months.

Acceptances, it is further required by the Federal Reserve Board, must be indorsed by a member bank, and the total amount offered by any member bank is required not to exceed one-half of its paid-up capital and surplus. The aggregate of paper bearing the indorsement of any one person, firm or corporation, rediscounted for any one bank, the board has ruled, shall not at any time exceed 10 per cent of the unimpaired capital and surplus, this not to apply to bills of exchange drawn against actually existing values.

Paper drawn for trade in stocks and securities will not be acceptable for

Richmond Bank and Trust Co.

Main and Eleventh Sts.,
SOLICITS YOUR GENERAL BANKING BUSINESS, AND OFFERS YOU EVERY COURTESY CONSISTENT WITH GOOD BANKING.

OFFICERS.
H. R. Pollard, Jr., Pres.
W. J. Whitehurst, Vice-Pres.
S. T. Beveridge, Vice-Pres.
Clinton L. Williams, Cashier

HENRY S. HUTZLER & CO. BANKERS

SOLICIT YOUR PATRONAGE IN ALL LINES OF GENERAL BANKING. INTEREST ALLOWED ON SAVINGS ACCOUNTS.

Our Home Company

INCORPORATED 1832.

Virginia Fire & Marine Insurance Co.

WE INVITE YOUR SCRUTINY AND SOLICIT YOUR PATRONAGE

Assets \$1,730,370.00

First National Bank

MAIN AND NINTH.

Capital and Surplus	\$ 3,000,000
Deposits	13,375,000
Resources Over	20,000,000

Established 1865.

Hard Times

stock fluctuations, panics, cannot offset the rule that life insurance increases in value each year without any increase in the premium.

Can you say that of any other form of family provision?

Life Insurance Company of Virginia

Organized 1871.

The OLDEST, the LARGEST, the STRONGEST Southern Life Insurance Company.

Richmond, Va.

Congratulations

To each of the officers and directors, as well as to every local citizen in the Fifth Regional Reserve District, we offer sincere congratulations upon

Opening of the

Federal Reserve Bank

On Monday, November 16, 1914.

It places Richmond in the forefront of American financial centres and establishes its status as a leader in financial and industrial affairs of the country.

Old Dominion Trust Co.

Ninth and Main Streets, Richmond, Va.

Capital	\$1,000,000.00
Surplus	\$1,000,000.00

Richmond Trust and Savings Co.

CAPITAL ONE MILLION DOLLARS.

We want to do business with you and for you. This company acts as Executor, Trustee, Guardian and Agent along any line.

Interest paid on Savings Accounts.

Our board of directors and officers are successful men of large experience.

Main and Seventh Streets.

Broadway National Bank

Member Regional Reserve Bank.

Capital Paid in \$200,000.00

Commercial, Personal and Savings Accounts Solicited

"The Place for Your Savings."

Banking by mail is easy. Write us for information.